



P R O L I P H I X

## CONSUMER AUTO CLUB CHAIN GETS FLEXIBLE ENERGY MANAGEMENT AT A FRACTION OF ENERGY MANAGEMENT SYSTEM COSTS



*"For the price of a basic thermostat replacement, my organization was able to place all of our retail branches on an extremely flexible energy management system."*

*Daniel Lee, AAA Mid-Atlantic's Facility Manager*

### PROBLEM

- Exorbitant energy expenses
- Employees overriding settings
- Lack of monitoring and control for geographically diverse sites
- Difficulty programming existing controls
- Traditional Energy Management Systems were too expensive

### SOLUTION

- Proliphix NT130h IP thermostats
- Univista Remote Management application from Proliphix

### BENEFITS

- Energy consumption slashed by 20%
- Identified malfunctioning equipment
- Greatly reduced HVAC maintenance expenses
- Button lock out to prevent employee abuse
- Monitoring and control of geographically separated sites from one location
- Easy, intuitive programming
- Upgraded an entire region of sites for a fraction of the cost of EMS

Serving nearly 3.65 million members, **AAA Mid-Atlantic** maintains multiple office locations spanning from Richmond, Virginia to Northwest New Jersey. Maintaining its brick-and-mortar sites is costly due to ever-increasing energy costs. Maintaining a comfortable environment is crucial to AAA Mid-Atlantic's employee and customer satisfaction.

### PROBLEM

Like many businesses, AAA Mid-Atlantic faces wide swings in energy consumption during the summer and winter months. Each location independently monitors its heating and air conditioning settings with varying degrees of success. Employees frequently override pre-programmed settings for their own comfort level and often neglect to return the settings to a normal level when they leave for the day. Settings often went unchanged at the end of the day or

over holidays; meaning AAA Mid-Atlantic continued to pay for energy expenses not directly affecting employee or customer comfort.

AAA Mid-Atlantic Facilities Manager, Daniel Lee recognized savings possible through reducing energy costs and set out to find a solution that offered remote management of all of the facilities under his watch. He knew he needed a robust system with remote access and easy 366 day programmability.

Daniel Lee started his search for ways to control HVAC costs in the usual places. Standard programmable thermostats lacked the features needed to access remotely and could only be set for very basic schedules. Traditional Energy Management Systems on the other hand, were extremely expensive and cumbersome to install.





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said Lee.*



## SOLUTION

Daniel Lee's more than 20 years as a Facility Manager provide him the foundational expertise and experience to be knowledgeable about the best tools in the industry. After careful consideration Lee chose to arm AAA Mid-Atlantic's 55 plus locations with Proliphix's Uniphy Network Thermostats.

Lee installed more than 150 Proliphix thermostats, each of which is a direct one-to-one replacement of existing thermostats at AAA Mid-Atlantic locations and connects to each site's existing Ethernet network. From the Proliphix Uniphy Network Thermostats line, Lee chose the NT130h for its robust features. Lee chose the NT130h based on its button lockout, override, 366 day programmability and remote access. Further bolstering his solution, Lee opted for the Univista Remote Management Application.

With its hierarchical graphical user interface, Lee can now monitor the state of an entire operation at a

glance; and easily view an individual geographic location, property or thermostat for more detailed information. UniVista automatically keeps track of all of AAA Mid-Atlantic's network thermostats, and provides real-time status, alarm, and configuration information. UniVista lets Lee program groups of thermostats simultaneously, saving time and effort, all for a fraction of the cost of traditional Energy Management Solutions.

## BENEFITS

Early estimates show AAA Mid-Atlantic slashed energy consumption by 20 percent in conservative measurements. The reduction is similar to other Proliphix customers measuring their return on investment (ROI) in months not years. Daniel Lee also used his company's new Proliphix thermostats to identify operational problems previously undetected by his HVAC vendors. Early detection not only saves money by reducing vendor service calls, but also by preserving capital equipment. Lee was

able to pinpoint chronically malfunctioning equipment so it could be replaced, reducing expensive maintenance calls.

“For years I have looked for a thermostat with Proliphix capabilities and was almost in disbelief when I first tested the NT130h,” said Daniel Lee, facilities manager for AAA Mid-Atlantic. “For the price of a basic thermostat replacement my organization was able to place all of our retail branches on an extremely flexible energy management system.”

Lee now has an easy and intuitive way to program the HVAC controls of all sites under his watch. With advanced monitoring and control he is able to make changes quickly and saves countless hours in reprogramming when he adjusts settings for holidays, unexpected closures and Daylight Savings Time. Further, the savings Lee achieved are added directly back to the company's bottom line.